FOR THE WORKING GIRL AND THE HOMEKEEPER—PRACTICAL ARTICLES AND FASHIONS YE CANDLESTICK



TO SALESGIRLS

To enjoy one's work thoroughly is half the battle for the salesgirl. Not until a genuine interest is taken in the day's business will it cease to become mere routine and adopt a fascination of its own. The business of selling can be made most engrossing and the clever girl who appreciates this fact and acts upon it will soon make a good impression on her employer and work her way up to a more important position. But it should be remembered that all things have small beginnings, and the girl at the bottom of the commercial ladder must not foolishly imagine that at one single bound she can reach the top. Do not despise the day of small things. Do the small things thoroughly and conscientiously. The slow, but sure, course will lead you to the top one day. Patience and method are the two most valuable assets to the business girl. Patience includes a kindly, pleasant manner toward customers and method includes accuracy and dispatch. The salesgirl of today has a splendid opportunity of working her way up to a really splendid position.

CORRESPONDENCE

The Salesgirl at Home

Some difference of opinion centres sround the question; What should a salesgirl pay her people for board and ledging when living at home? In answer to the letter of "Perplexed" who, out of an 18-a-week salary pays 38 for board and does housework as well, the follow-ing has been received:

Dear Ellen Adalr—I have just read the letter of "Perplexed" and think she has every reason to feel ill-treated. No parents should take as innich as 46 a week from a girl, especially when she is making only 58 a week. I am earning 512 a week and I pay my people 54 and think that is ample. I should refuse to do housework, If I were in the place of "Perplexed." My people know better than 10 sak me to hely around the house. housework, if I here how better than plexed. My people know better than plexed. INDEPENDENT, INDEPENDENT,

Answer to "Rosalind"

Half Hour for Rest

In answer to the letter of "Tired Girl," who suggests that all the large department stores should let each salessirl have half an hour off in the afternoon for a complete rest, the following has been received:

ELLEN ADAIR.

A Contented Salesgirl

It is refreshing to hear from a girl the seems absolutely contented with her

The Salesgirl

and Extravagance

Many department stores make an arrangement with their feminine employes which is very surprising. It is, in short, that a girl can take her wages, or a greater part of them, out in merchandise. So that if a girl selects a hat or gown which suits her fancy, or buys a new handbag, she has these deducted from her say. This convenies has the second of th her pay. This is convenient, but scarcely

wise.
It encourages a spirit of dependence and a certain extravagance, too. Human beings are all alike, and the temptation of pretty clothes is very strong for the salesgirl. When she finds out they are apparently so easy to get she seldom gets them reasonably. She buys expensive articles which are not practical.

A natural talent for saving is a blessng which very few women have, but

"Absolute Failure"

Then there is the girl who takes pains

YOUR SPORTS HAT:

This Article Will Make a Special Appeal to You if You Are Interested

in Character Study, Which Is One of the Most Fascinating Hobbies That You Can Possibly Take Up.

> People reveal their characters to a wonderful extent by their little, unconscious habits in manner and dress. For instance, have you ever noticed how much

> character is shown by the way a girl

You know those floppy sports hats which can be twisted up into any shape you please. Have you ever noticed that no two girls wear this kind of hat in exactly this same way? Next time you go to a hockey match, or walk down the street on a wet day, when everybody is wearing plain hats, just notice, and you will be surprised at the difference there is between one and another.

The "Altogether Charming" and the | The "Thoroughly Efficient" and the

see the girl who puts on her sports hat to twist her sports hat into the particu-

most charmingly, but not at all sport- lar shape of the moment. She puts it on ingly. She is generally a pretty, flury. really smartly, making herself look as

haired tittle thing, and she puffs her hair | much like a sports advertisement in one

puts on her sports hat?

tween one and unother

"Don't Care"

First and foremost you will be sure to.

Modes of the Hour

There is an engaging simplicity shows by many of the new dance frocks for young girls that seems more suited to their years than the elaborate confecfions of the immediate past.

It originated in Paris, but the New York fashion tete gave it an impetus that is carrying it far beyond the original intent. Certainly the lustrous sating and the soft inffetas appear to greater advantage when they are allowed to fall in folds and and ripples than they could ossibly do any other way.

The little frock pictured typifies simplicity in bodice and skirt. The short shirred bodice with its shoulder straps of tulle that extend over the arms and the skirt, gathered at the waist line, are very quaint, and would seem almost archaic were it not for the assurance that they are the newest born of fash-

Scallops, points and squares are often a feature of the straight-full skirt. Here a marrow quilling outlines each scallon and continues up the skirt in a grace-ful curve and conceals its origin or its end under a tiny bouquet of resebuda

end under a tiny bouquet of rosebuda and leaves.

The frock presented is carried out in white, and completed by white alippers and stockings. There are such lovely shades of pink and blue, and the yellow in favor now is such a glorious golden thing that the return of a style that will give a fair field to the silks and satins sinds a ready welcome.

So many of the frocks designed nowadays are so entirely lacking in any distinguishing mark as to age, that the youthfulness of these little gowns is in itself a charm.

The gilter of pallietes and the opulence of fur are better left to the young

of fur are better left to the young matron, although the debutants has taken pretty much what she pleased and made it her own.

The vogue for flowers continues with-out a halt. The variety is infinite, for the shops slow innovations as often as the average person enters, There are many ways of placing them. The one by flowers slipped through the sash or girdle, and affording the only contrast of color, still appears on very beautiful gowns from good designers. Sashes continue to be worn at the side, the back or the front, wherever

some feature appears to be needed to complete the gown.

A sash made of the satin or silk of the gown, tied in a loose, flopping bow at the back, is one of the prettiest ways it can be used. The sash tied at the side contadint fashion has decided style and sets off the figure effectively.

Silk Stockings as

A Christmas Gift

With apologies to Sir Walter Scott, Lives there a woman with soul so dead

has become quite an elaborate occasion has become guite an elaborate occasion nowadays, with the hand-embroidered lather must be perfectly clean and free tray cloth and the French padded mumn from grease. The towel should be clansed as soon as it becomes in the least bit tray cloth and the French padded muffin covers. Pretty fittle copper kattles add a highly artistic touch, contrasting with the thinnest of chins. As to the mahog-A beautiful mahogany muffin or sand-wich stand, three stories high, with a most convenient handle to carry it by, cost \$5.50.

ering on the top and a awing shelf, is it only \$17.50. The tea tray itself, including a glass cov-

Some interesting noveities in mahogany are also being shown in the exclusive shops. A Martha Washington sewing table can be bought for \$2. This is
the cutest thing imaginable, and has
drawers enough to hold everything for
the amatsur seamstress. The same thing
can be bought in fancy walnut for \$5.50.

A very new idea is the mahogany telephone stand. This has a low chair, which
fits saugiy undernest that thy table, and
a ranall individual stand for the telephone
itself. There is plenty of space for the
tolephone book, and a little rack for pencils. It costs \$5.50.

Are you an enthusiastic reader? And
don't you nate the magnifies apread all
around the room? The newest arrangement is the magnifies stand. This "opena
down," like a sectional bookease, and
holds a raft of periodicula. When you
have finished reading all you have to
do is to close up your little stand and
the books remain inside. This costs \$15.
Lovely mahogany serving trays, both
plain and iniald, cost from \$5 up. Some interesting noveltles in mahog-

haired titale thing, and she puffs her hair sight down into her eyes so that all the ciris and waves are shown most becambingly. Then she puts her has on at the bank of her hand so that it makes a most of her hand so that it makes a most of her hand so that it makes a most of her hand so that it makes a most of half count her face, and the front is turned up from her hair, at an unconsciously coquetted angle.

This decan't know how postty are tooks, but it is in hier bones always to make her at the best at the bones always to make her at the first of an unconscious must and amount of the situation. It is no matter what it may be Perhaps you may find her that hit of an unconscious must and assemble hit as a trifle of an unconscious most in the situation of the situation. It is no matter what it may be Perhaps you may find her that hit of an unconscious her tore had been a trifle of an unconscious most and its may be placed in the situation had been a trifle for conventional for your tasts but, if that's the case there's no reason why you should have anything a tast but, if that's the case there's no reason where you had her had been any should have anything a taking her life into her own particular desires.

Lust of all there comes the growth had a her had possible sho as a start his one is on her had at the surface what acert it might be a surface which and the had a her had possible sho as a start his one is on her had a her had possible sho as a triff the most conventional for your tasts but, if that's the case there's no reason why you should have anything a tasts but, if that's the case there's no reason where you had her had possible should have anything a tast but, if that's the case there's no reason why you should have anything a tasts but, if that's the case there's no reason where you had her had possible should have anything a tast but, if that's the case there's no reason where you had her had been a surface and pull of the surface.

Lust of all there comes in the print and the most contains the pri



other articles. Another important point

as soon as it becomes in the least bit damp.

Egg spoons that have been very much stained with the suiphur from the egg should be rubbed with a little fine dry salt and then washed.

A silver teapor may be washed in the same way, only if it has a wooden handle or wooden or ivory rings on the handle, it must not be allowed to soak in hot water. When a teapor begins to have a discolored appearance inside or to smell musty, fill it to the brim with boiling water, and add a piece of washing soda. Cipse down the lid and let it stay like that all night.

Of course, from time to time allver

that all night.

Of course, from time to time aliver should have a special cleaning. One of the best things to use for this is fine whitening or some good plate powder and liquid ammonia. Put a little whitening, not more than one dessert-spoonful at a time, into a saucer and mix into a seriestly amonia, with the ammonia. perfectly smooth pasts with the ammonia. It should be of the consistency of thin cream. Apply this to the silver with a piece of soft dannel, rubbing each article well, and especially those parts which are most likely to be stained. Allow this

Correspondence of general interest to women readers will be printed as this page. Such correspondence should be addressed to the Weman's Editor, Evening Leagur.



Bon-Bons

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Bradford Clarke Co.

OF MODERN TIME

By MRS. CHRISTINE FREDERICK

Holiday seasons bring us in mind of are pale rose or pale yellow, both olden days so glowingly described by which cast a charming effect. There a

Hollday seasons bring us in mind of olden days so glowingly described by various authors when the sole illuminants were candles. Even though our modern lighting systems are so efficient and superior to the rush lamp and the tailow dip, holldays seem the natural time for using the festive candle.

The candle has undoubtedly a decorative aesthetic touch which no other form of lighting can surpass. It is not only the light itself which is soft, mellow and becoming, but the candle or tapering form from which it is released. The long, pure tube of wax, mounted on a holder of metal or glass, seems peculiarly appropriate for gracing the hollday table. Candles permit a balanced arrangement of the table, and are in harmony with any kind of decoration.

Perhape glass holders are most suitable to the dining table, with the exception of silver, it we are so fortunate as to possess it Brass, copper, lacquer, etc., have their place in living room or libratry, where they give a note of color to the contrasting furniture and walls. Either two or four candlesticks are permissible on the well-set table. They should be neither too siumpy nor so tail as to prevent comfortable seeing of one's vis-a-vis. Always the protecting glass disk should be fitted to prevent dripping.

Shades may be of every kind and color from paper to silk, from rose to red. However, the shade should be so made that the light it focusses on the table is not too intense in tone. Therefore all shades should be lined with white unless they

The Overlively Girl

Did you ever take into consideration the difference between the girl who is "lively" and the girl who is "gay"? These terms may be synenymous to to be teacher's model and consolat women, but there is a world of differ- She was always on time, she never mis ence in the meaning to men. When men a lesson, she always told the truth w say among themselves that a girl is upraised eyes and you could almost h "gay," they mean that she is the kind of a girl who frequents restaurants. drinks highballs and smokes cigarettes in public. A few otherwise quiet, nice girls do those things occasionally-unfortunately The effect on their masculine acquaintances is incalculable.

"I don't care anything about appearances." says this type of girl. "I'm just out for a good time and I'm going to get it. I'm over 21. If the men turn me down because I do as I please, let them. I'm not worrying over a mere man! There are just as good fish in the sea as ever I drew, believe me."

The percent appearance of A basic feet country and the second of the sec The girl who says this forgets one im-

a so-called "cafe chaser" (and that is she isn't one. I always look around the what the men call her), her chances for room for her latest case when I hear

The Successful Hypocrite

"Marion is the funniest girl I ever met! She's so horribly perfect. When we used to go to school together, she use the angel choir singing around her head." "Nonsense, my dear, you may as admit that's a gross exaggeration. Marion is just naturally obliging, and virtuous, She has high principles, and lives up h

them, that's all.' "Well, I don't agree with you. Nobody a born obliging and virtuous. It has to be acquired, and acquiring it is work, That girl never rings true to me. I've be trying for year to catch her going back on some of her high principles, but she

"Does it," remarked the other decideding "No. gets caught," answered the attra hypocrite. Now, my dear, you know yourself that girl doesn't ring true. No human being is so unspeakably perfect She thinks her mission in life is to me deem the young from the path of perdition. She actually asked Bob Carroll the other night why he liked to swear. He said that it relieved his feelings. And then, my dear, she read him a long lecture about the morals of young men nowadays, and how they didn't show women the proper respect, and that they ought to think of their mothers, and all that sob stuff. You can't convince me that a girl who talks like that in

sincere."

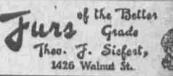
"Why not? Perhaps she's so ardently sincere that she has to speak."

"Not at all! A woman is never ardently sincere as you call it, who cultivates a virtue which draws attention to her own perfections. Marion says, 'I hate a mischlef-maker,' and you can be she's mischief-maker,' and you can bet she's only impressing some man with the fact that Marion declaiming on women who firth and women who deceive a man, and such stuff. When she announces with a saluty gesture that 'it is a woman's first duly to be true to herself'—which doesn't man anything, anyway—I always look for an unattached maie."

unattached maie."

"Margaret! You're positively catty! You can't afford to say anything against Marion Clarke—"

"Well, I'm a cat, and I admit it, but I don't go around saying how charitable I am. I only wish I'd find that girl out in a real life-size he, and I'd never say another thing about her. I only remark that such perfection is quite impossible?"



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